MA-37D(84)-1

Aerospace Industry (Orders, Sales, and Backlog)

1984

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SUMMARY OF FINDINGS

The backlog of orders for aircraft, missiles, space vehicles, and engines as of December 31, 1984 was $133,542 million. This was a 15 percent increase over the 1983 backlog of $116,585 million.

Net new orders received during 1984 were $105,017 million, an increase of 15 percent over the $91,647 million received in 1983. Net sales, receipts, and/or billings in 1984 totaled $88,060 million, a 6-percent increase over the $83,453 million reported in 1983.

A description of the survey methodology and related information appears on page 5.

NOTE: THIS REPORT IS NOW CONDUCTED ON AN ANNUAL BASIS.

Table 1. VALUE OF BACKLOG OF ORDERS, NET NEW ORDERS, AND NET SALES REPORTED BY MANUFACTURERS OF COMPLETE AIRCRAFT, SPACE VEHICLES, MISSILES, AND SELECTED PARTS: 1974 TO 1984

(Millions of dollars)

Year	Net new orders during year[1]	Net sales during year	Backlog, End of year
1984	105,017	88,060	133,542
1983	91,647	83,453	116,585
1982	89,168	75,487	108,391
1981	74,922	69,944	94,710
1980	69,624	58,440	89,732
1979	67,561	46,173	78,548
1978	49,819	37,968	57,160
1977	38,922	33,315	45,309
1976	35,992	31,328	39,702
1975	28,995	29,473	35,038
1974	32,704	26,849	35,516

[1]Represents new orders received during the year less terminations during the year.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Donald E. Burgess, (301) 763-7492.

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Table 2. VALUE OF NET NEW ORDERS, NET SALES, AND BACKLOG OF ORDERS OF COMPLETE AIRCRAFT, SPACE VEHICLES, MISSILES, AND SELECTED PARTS, BY UNITED STATES GOVERNMENT AND OTHER CUSTOMERS: 1980 TO 1984

(Millions of dollars)

Year	Net new orders[1] (prime contracts and subcontracts)			Net sales, receipts, or billings			Backlog, end of year		
	Total	United States Government[2]	Other customers	Total	United States Government[2]	Other customers	Total	United States Government[2]	Other customers
1984	105,017	67,120	37,897	88,060	54,912	33,148	133,542	86,643	46,899
1983	91,647	60,290	31,357	83,453	49,056	34,397	116,585	74,435	42,150
1982	89,168	58,849	30,319	75,487	42,239	33,248	108,391	63,201	45,190
1981	74,922	42,431	32,491	69,944	33,039	36,905	94,710	46,591	48,119
1980	69,624	33,496	36,128	58,440	26,674	31,766	89,732	37,199	52,533

[1]Represents new orders received during the year less terminations during the year.
[2]Represents prime contracts only. All subcontracts, including those where it is known that the prime contract was let by the U.S. Government, are reported as subcontracts from "other customers."

Table 3. VALUE OF NET NEW ORDERS, NET SALES, AND BACKLOG OF ORDERS OF COMPLETE AIRCRAFT, SPACE VEHICLES, MISSILES, AND SELECTED PARTS, BY MILITARY AND NONMILITARY: 1980 TO 1984

(Millions of dollars)

Year	Net new orders[1] (prime contracts and subcontracts)			Net sales, receipts, or billings			Backlog, end of year		
	Total	Military	Nonmilitary	Total	Military	Nonmilitary	Total	Military	Nonmilitary
1984	105,017	69,431	35,586	88,060	56,135	31,925	133,542	97,053	36,489
1983	91,647	62,053	29,594	83,453	50,525	32,928	116,585	83,757	32,828
1982	89,168	60,759	28,409	75,487	43,281	32,206	108,391	72,229	36,162
1981	74,922	43,147	31,775	69,944	33,876	36,068	94,710	54,751	39,959
1980	69,624	35,570	34,054	58,440	26,666	31,774	89,732	45,480	44,252

[1]Represents new orders received during the year less terminations during the year.

Table 4. VALUE OF NET NEW ORDERS, NET SALES, AND BACKLOG OF ORDERS OF COMPLETE AIRCRAFT, SPACE VEHICLES, MISSILES, AND SELECTED PARTS: 1984

(Millions of dollars)

Type of product or service	Number of companies	Net new orders			Shipments (or net sales)	Backlog, end of year
		Total	Prime contract	Subcontract		
Total	50	105,017	101,978	3,039	88,060	133,542
Military	(X)	69,431	69,431	(X)	56,135	97,053
U.S. Government	42	62,348	62,348	(X)	50,547	83,316
Other governments	28	7,083	7,083	(X)	5,588	13,737
Nonmilitary	(X)	35,586	32,547	3,039	31,925	36,489
U.S. Government	31	4,772	4,772	(X)	4,365	3,327
Other customers	46	30,814	27,775	[a]3,039	27,560	33,162
Complete aircraft and parts	(X)	37,514	36,702	812	28,257	56,725
Military	(X)	23,312	23,312	(X)	18,218	37,321
U.S. Government	18	19,228	19,228	(X)	15,136	28,183
Other governments	13	4,084	4,084	(X)	3,082	9,138
Nonmilitary	(X)	14,202	13,390	812	10,039	19,404
U.S. Government	9	14,202	13,390	[b](X)	10,039	19,404
Other customers	23			[b]812		
Aircraft engines and parts	(X)	9,726	9,726	([1])	9,028	13,602
Military	(X)	6,582	6,582	(X)	5,050	8,129
U.S. Government	7	6,582	6,582	(X)	5,050	8,129
Other governments	2					
Nonmilitary	(X)	3,144	3,144	([1])	3,978	5,473
U.S. Government	4	19	19	(X)	[a]30	5,473
Other customers	7	3,125	3,125	([1])	3,948	
Missile systems and parts (excluding propulsion units)	(X)	7,731	7,623	108	6,094	10,043
Military	(X)	7,623	7,623	(X)	5,983	9,876
U.S. Government	17	7,158	7,158	(X)	5,620	9,182
Other governments	6	465	465	(X)	363	694
Nonmilitary	(X)	108	-	108	111	167
U.S. Government	-	-	-	(X)	-	-
Other customers	6	108	-	108	111	167
Space vehicle systems and parts (excluding propulsion units)	(X)	5,057	5,057	([1])	5,256	4,666
Military	(X)	3,385	3,385	(X)	3,019	3,099
U.S. Government	14	3,385	3,385	(X)	3,019	3,099
Other governments	1					
Nonmilitary	(X)	1,672	1,672	([1])	2,237	1,567
U.S. Government	12	1,175	1,175	(X)	1,335	511
Other customers	8	[a]497	[a]497	([1])	[a]902	[a]1,056
Engines and/or propulsion units for missile systems (including parts)	(X)	[2]2,391	[2]2,391	([1])	[2]1,211	[2]2,363
Military	(X)	[2]2,258	[2]2,258	(X)	[2]1,116	[2]2,194
U.S. Government	12	[2]2,258	[2]2,258	(X)	[2]1,116	[2]2,194
Other governments	5					
Nonmilitary	(X)	133	133	([1])	95	169
U.S. Government	3	133	133	(X)	95	169
Other customers	5			([1])		
Engines and/or propulsion units for space vehicles (including parts)	(X)	1,379	1,379	([1])	1,094	793
Military	(X)	([2])	([2])	(X)	([2])	([2])
U.S. Government	6	([2])	([2])	(X)	([2])	([2])
Other governments	1	([2])	([2])	(X)	([2])	([2])
Nonmilitary	(X)	1,379	1,379	([1])	1,094	793
U.S. Government	5	1,379	1,379	(X)	1,026	793
Other customers	6			([1])	68	
Other aircraft, space vehicle, and missile activities	(X)	12,259	10,548	1,711	10,607	17,892
Military	(X)	9,270	9,270	(X)	8,267	14,832
U.S. Government	29	8,588	8,588	(X)	7,600	13,251
Other governments	15	682	682	(X)	667	1,581
Nonmilitary	(X)	2,989	1,278	1,711	2,340	3,060
U.S. Government	17	476	476	(X)	453	333
Other customers	27	2,513	802	1,711	1,887	2,727
Research and development (under contract)	(X)	5,527	5,527	([1])	4,895	6,565
Military	(X)	4,495	4,495	(X)	3,978	5,171
U.S. Government	28	4,495	4,495	(X)	3,952	5,118
Other governments	10				26	53
Nonmilitary	(X)	1,032	1,032	([1])	917	1,394
U.S. Government	17	930	930	(X)	729	1,394
Other customers	14	102	102	([1])	188	
All other products and services	(X)	23,433	23,025	408	21,618	20,893
Military	(X)	12,506	12,506	(X)	10,504	16,431
U.S. Government	26	12,073	12,073	(X)	9,861	15,941
Other governments	15	433	433	(X)	643	490
Nonmilitary	(X)	10,927	10,519	408	11,114	4,462
U.S. Government	17	733	733	(X)	740	392
Other customers	27	10,194	9,786	[a]408	10,374	4,070

Note: Net new orders represent new orders received during the year less terminations during the year.

The percent of estimation of each item is indicated as follows (see "Description of Survey" for a discussion of estimation of missing reports): [a]10 to 25 percent of this item is estimated. [b]25 to 50 percent of this item is estimated.

- Represents zero. (X) Not applicable.

[1]Net new orders under subcontract included with prime contract net new orders to avoid disclosing figures for individual companies.
[2]Data for military engines and/or propulsion units for space vehicles (including parts) are included with data for military engines and/or propulsion units for missile systems (including parts).

Table 5. VALUE OF NET NEW ORDERS, NET SALES, AND BACKLOG OF ORDERS OF COMPLETE AIRCRAFT, SPACE VEHICLES, MISSILES, AND SELECTED PARTS: 1983

(Millions of dollars)

Type of product or service	Number of companies	Net new orders			Shipments (or net sales)	Backlog, end of year
		Total	Prime contract	Subcontract		
Total	52	91,647	89,255	r2,392	83,453	116,585
Military	(X)	62,053	62,053	(X)	50,525	83,757
U.S. Government	43	56,103	56,103	(X)	44,808	71,515
Other governments	29	5,950	5,950	(X)	5,717	12,242
Nonmilitary	(X)	29,594	27,202	r2,392	32,928	32,828
U.S. Government	32	r4,187	r4,187	(X)	4,248	2,920
Other customers	47	25,407	23,015	a r2,392	28,680	29,908
Complete aircraft and parts	(X)	29,090	28,240	r850	27,317	47,468
Military	(X)	r21,494	r21,494	(X)	15,651	32,227
U.S. Government	19	r17,402	r17,402	(X)	r12,892	r24,091
Other governments	13	4,092	4,092	(X)	2,759	8,136
Nonmilitary	(X)	r7,596	6,746	r850	11,666	15,241
U.S. Government	8	r7,596	6,746	c r850	r6 11,660	15,241
Other customers	24			(X)		
Aircraft engines and parts	(X)	9,509	9,509	(1)	8,562	12,904
Military	(X)	4,737	4,737	(X)	4,158	6,597
U.S. Government	9	4,737	4,737	(X)	4,158	6,597
Other governments	3					
Nonmilitary	(X)	4,772	4,772	(1)	4,404	6,307
U.S. Government	4	32	32	(X)	r18	6,307
Other customers	10	4,740	4,740	(1)	4,386	
Missile systems and parts (excluding propulsion units)	(X)	7,231	7,100	131	5,991	8,406
Military	(X)	7,100	7,100	(X)	5,891	8,236
U.S. Government	17	6,676	6,676	(X)	5,475	7,644
Other governments	6	424	424	(X)	416	592
Nonmilitary	(X)	131	-	131	100	170
U.S. Government	-	-	-	(X)	-	-
Other customers	7	131	-	131	100	170
Space vehicle systems and parts (excluding propulsion units)	(X)	r5,399	r5,399	(1)	4,940	r4,865
Military	(X)	r3,016	r3,016	(X)	2,420	r2,733
U.S. Government	14	r3,016	r3,016	(X)	2,420	r2,733
Other governments	1					
Nonmilitary	(X)	r2,383	r2,383	(1)	2,520	2,132
U.S. Government	12	r1,496	r1,496	(X)	r1,641	r671
Other customers	8	887	887	(1)	879	1,461
Engines and/or propulsion units for missile systems (including parts)	(X)	2998	2998	(1)	21,038	21,183
Military	(X)	2942	2942	(X)	2951	21,052
U.S. Government	11	2942	2942	(X)	2951	21,052
Other governments	5					
Nonmilitary	(X)	56	56	(1)	87	131
U.S. Government	4	56	56	(X)	87	131
Other customers	5			(1)		
Engines and/or propulsion units for space vehicles (including parts)	(X)	620	620	(1)	776	508
Military	(X)	(2)	(2)	(X)	(2)	(2)
U.S. Government	5	(2)	(2)	(X)	(2)	(2)
Other governments	-	-	-	(X)	-	-
Nonmilitary	(X)	620	620	(1)	776	508
U.S. Government	5	620	620	(X)	776	508
Other customers	6			(1)		
Other aircraft, space vehicle, and missile activities	(X)	12,529	11,405	1,124	10,888	r16,240
Military	(X)	10,028	10,028	(X)	r8,636	r13,829
U.S. Government	29	9,576	9,576	(X)	a r7,859	r12,263
Other governments	16	r452	r452	(X)	777	1,566
Nonmilitary	(X)	r2,501	r1,377	1,124	r2,252	r2,411
U.S. Government	15	r561	r561	(X)	r447	r310
Other customers	25	r1,940	r816	a1,124	r1,805	r2,101
Research and development (under contract)	(X)	5,321	5,321	(1)	4,601	5,933
Military	(X)	4,314	4,314	(X)	3,674	4,654
U.S. Government	28	4,273	4,273	(X)	3,641	4,637
Other governments	8	41	41	(X)	33	r17
Nonmilitary	(X)	1,007	1,007	(1)	927	1,279
U.S. Government	16	799	799	(X)	738	1,279
Other customers	12	208	208	(1)	189	
All other products and services	(X)	20,950	20,663	r287	19,340	19,078
Military	(X)	10,422	10,422	(X)	9,144	14,429
U.S. Government	27	10,153	10,153	(X)	8,375	13,729
Other governments	13	269	269	(X)	769	700
Nonmilitary	(X)	10,528	10,241	r287	10,196	4,649
U.S. Government	20	810	810	(X)	725	399
Other customers	28	9,718	9,431	b r287	9,471	r4,250

Note: Net new orders represent new orders received during the year less terminations during the year.

The percent of estimation of each item is indicated as follows (see "Description of Survey" for a discussion of estimation of missing reports): a10 to 25 percent of this item is estimated. b25 to 50 percent of this item is estimated. cOver 50 percent of this item is estimated.

- Represents zero. rRevised by 5 percent or more from previously published figures. (X) Not applicable.

[1]Net new orders under subcontract included with prime contract net new orders to avoid disclosing figures for individual companies.
[2]Data for military engines and/or propulsion units for space vehicles (including parts) are included with data for military engines and/or propulsion units for missile systems (including parts).

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers establishments primarily engaged in the development and/or manufacture of aerospace products, including aircraft, aircraft engines, aircraft parts and accessories, missiles and space vehicle systems, missile and space vehicle engines or propulsion units, and parts and subassemblies for missiles and space vehicles. An establishment is "primarily engaged" in aerospace if the value of aerospace products and services produced by that establishment exceeds the value of the establishment's production of other goods and services. Company plants or divisions in which the primary activity is other than the development and/or manufacture of aerospace products and services are not included in this survey.

Survey Methodology.. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA37D, Aerospace Industries. The survey panel includes all known establishments in which the principal business is the developmenbt or production of aerospace products. Approximately 51 companies are included.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of questions, (5) mistakes in recording or coding the data obtained, and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, and for data which failed the logic edit. Missing figures are imputed based on year-to-year movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Data may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Shipments (or Net Sales). Represents consolidated company sales, receipts, or billings, net after discounts and allowances. For firms reporting only for specific aerospace divisions or plants, it includes the value of the division or plant sales only. It includes all sales from aerospace production and receipts for research and development performed for others. Transfers to other reporting units (for example, separate aerospace divisions of the same company) are included.

Work performed under a fixed price contract is reported as a shipment if the product is delivered during the year. Work done on a cost-plus contract reflects cost incurred plus a portion of the profits for the contract (value of work done) during the year. Value of work done may be based on (a) multiplying the estimated percentage of work completed during the year by the contract price, or (b) net billings for work done during the year.

Net New Orders. Includes (a) the sales value of orders received during the current reporting period for products and services to be delivered at some future date; (b) the sales value of orders for immediate delivery which have resulted in sales or shipments during the current reporting period; and (c) the net sales value of contract change documents which increase or decrease the sales value of the orders to which they are related when the parties concerned are in substantial agreement as to the amount involved. The sales value of cancellations of existing orders is deducted. Only those orders that are supported by binding legal documents, such as signed contracts or letter contracts are included as orders. In the case of letter contracts, the full amount of sales value is included if the parties concerned are in substantial agreement on this amount; otherwise, only the funds specifically authorized to be expended are included.

Backlog, End of Year (Unfilled Orders). Includes all orders as defined above that have not yet been reflected as shipments. Generally, unfilled orders at the end of the reporting period are equal to unfilled orders at the end of the prior period, plus net new orders received, less net shipments.

Prime Contracts and Subcontracts. Separate dollar values are reported for prime contracts and those received under subcontracts. All subcontracts, including those where it is known that the prime contract was let by a government, are reported as subcontracts received from "other customers."

Military and Nonmilitary. The term "military" refers to complete aircraft, aircraft engines, missile systems, space vehicle systems, engines and/or propulsion units for missile systems or space vehicles, and other aerospace related activities for military applications, whether for tactical, strategic, or support functions. The term "nonmilitary" refers to the same products not built to military specifications.

TYPE OF CUSTOMER

U.S. Government (Military). Includes contracts with the Department of Defense (DOD) and other U.S. Government agencies

for products built to military specifications. Contracts for which the ultimate customer is a foreign customer, such as contracts made under the Foreign Military Assistance Progam, are excluded.

Other Governments (Military). Includes contracts for products built to military specifications for governments other than the United States. It includes contracts through DOD or other U.S. Government agencies for which the ultimate customer is a foreign government. Contracts for foreign governments not to military specifications are classified as "nonmilitary" to other customers.

U.S. Government (Nonmilitary). Includes contracts with any U.S. Government agency for products not built to military specifications.

Other Customers (Nonmilitary). Includes contracts for products not built to military specifications for all customers other than U.S. Government agencies. It includes both domestic and foreign commercial customers as well as foreign governments.

HISTORICAL NOTE

Data on the development and production of aerospace products have been collected by the Bureau of the Census since 1948. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959), available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 881-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 234-3924
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7828

RELATED REPORTS

The Bureau of the Census publishes the following related report:

Series	Frequency	Title
Current Industrial Reports		
M37G	Monthly	*New Complete Aircraft and Aircraft Engines*
MA37E	Annually	*Aircraft Propellers*
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
EM546	Monthly	*U.S. Exports—Schedule B—Commodity by Country*
IM146	Monthly	*U.S. Imports for Consumption*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA37D	Donald E. Burgess	(301) 763-7492
Manufacturers' Shipments, Inventories, and Orders	Ruth Runyan	(301) 763-2520
Census/ASM	Ted McGrath	(301) 763-5752
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Foreign Trade publication	Joyce Ware	(301) 763-5140
International Trade Administration	Randy Myers	(202) 566-7416

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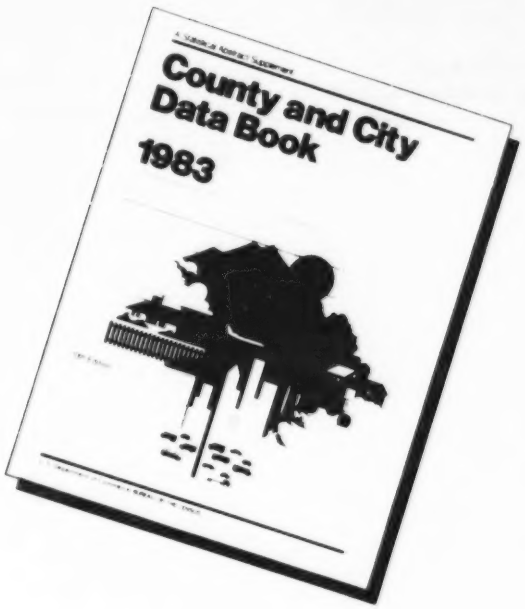
County and City Data Book ,1983

10th Edition



A must for . . .

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Planners	. . .The list is endless

The County and City Data Book, 1983, is an indispensable reference to social and economic data on States, counties, cities, and places, all in one compact volume. It contains information on a variety of subjects, including population, age distribution, educational attainment, money and personal income, housing value and ownership, births, deaths, poverty, local and city government finance and employment, health care, human services, business, banking, climate, elections, and social programs. Many new data items are presented for the first time in the Data Book, including nurses, nursing homes, Medicare, journey to work, workers in families, and Moody's bond ratings. Also featured are rankings of selected socioeconomic measures for cities and counties.

The County and City Data Book, 1983, holds 1,064 factfilled pages on the entire United States; 50 States; and the District of Columbia; census regions; 9 census divisions; 3,137 counties and county equivalents; 945 incorporated cities with 25,000 or more inhabitants; and approximately 10,000 places, towns, and townships of 2,500 or more inhabitants in 1980.

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